

SENT BY RJR/FORSYTH

: 2-5-98 : 13:07 :

JM PISCITELLI - R.J. REYNOLDS 708 12: # 2 / 2

FORSYTH 1ST QUARTER '98 PROMOTION ALLOCATION

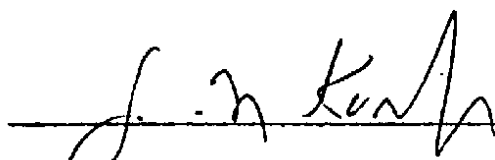
ACCT MANAGER J PISCITELLI
DIVISION # 0131

C/S ACCOUNT NO	ACCOUNT NAME	BRAND	4.4 WEEKS VOL (CTNE)	4.4 WKS X \$0.50 PRMO ALLOWANCE MARCH 98 PERIOD	EXISTING ALLIANCE ACCRUAL THRU 01/21/98	MONTHS OF ACCRUAL BAL AT \$.55 CTN
399232C	AMERADA HESS CORPORA	SIGNATURE	52,515	\$26,257	\$38,147.90	1

NOTE : THIS ACCOUNT HAS LESS THAN 5 MONTHS OF ACCRUAL IN ITS ALLIANCE ACCRUAL FUND AND WOULD MATCH OUR \$.50 CONTRIBUTION WITH A MINIMUM OF \$.50 PER CARTON OF ITS OWN. (\$1.00 TOTAL)

BY SIGNING BELOW YOU ARE AUTHORIZING CUSTOMER SERVICES TO PLACE THE PROMOTIONAL ALLOWANCE DOLLARS INTO THE ACCOUNT'S ALLIANCE ACCRUAL FUND

SIGNATURE



DIV # 1240

DATE 2/18/98

RJR ACCOUNT MANAGER

G. N. Kuruc, Jr.

PRINT NAME

FAX TO CUSTOMER SERVICES (336) 741-2156

51843 4421